

## 'WORK, HAWAII!' SAYS RETURNING AD CLUB CHIEF

(Continued from page one)

as the yellow quarantine flag went down, the Ad Club men swarmed up the pendant ladder and greeted their president.

To Make the Most of Honolulu. "I have had a most interesting and enjoyable trip," Mr. Farrington said. "I could fill a book with the details of impressions and talks and observations. Some of the comment from my diary, I understand, has been misinterpreted and caused some unhappy criticism, but you may be sure I have thought of no one and my observations have been with a thought single to my particular business and the particular business of the citizens of Honolulu and Hawaii, the business of making the most of our magnificent opportunities.

There are some high lights that run through my travels and observations that may be interesting to Hawaii—they are to me.

Americans—All Through.

First, and most emphatic, the hyphenated American is going out of fashion, going fast, too. Make no mistake about it, the spirit of undivided Americanism is sweeping the country. This will apply to Hawaii as well as the mainland. If you are not for the United States of America first, last and all the time, you are not an American. Everyone has read the president's very direct and consistent remarks on this point. Also many have read Roosevelt's latest "To H—l with the hyphen." What was to me a most significant speech was that of Lieut. gov. O'Hara of Illinois at the Chicago Day exercises at the exposition. He was speaking from the governor of his state and from the same platform as the mayor of Chicago—one of the supposedly hyphenated cities of the country—and he made a particular point of the fact that he was with the president and the governor and all good Americans in placing the United States of America first in everything and forever doing away with the hyphen. It simply shows you that the big men of the country, the men of value in a crisis, have about as much fear of the hyphenated vote as a big warm-hearted St. Bernard has for a cat yapping at his heels.

Can't Qualify Americanism.

"You can't qualify your Americanism in these days of international stress. If you are not for us you are against us. And we are the forward looking, hard-working, fearless Americans."

"It may be well for our mixed citizen population in Hawaii to observe the trend of thought on the mainland."

Second—Brighter days never offered for the material prosperity of Hawaii.

Sugar Tariff Settled.

The sugar tariff is settled. The Wilson administration will retain the present duty on sugar, and that is enough to satisfy anyone who is not a financial and industrial hog.

National Defense.

"That is not all."

The Wilson administration has outlined a policy of national defense that answers favorably every request that the men of broad vision have asked. Adopted by Congress this will put our country in the position to efficiently command respect, if it cannot be secured otherwise, and that, too, with the least sacrifice of life and property. It is what Hawaii has been hoping for and praying for, for years. And Hawaii can do better than to lend every possible assistance that it can give at home and in Washington to forward and bring this policy to speedy fulfillment.

President Strong in Country.

If the election of president were to be held this month, Mr. Wilson would be overwhelmingly endorsed, I should say that only some awful break in the next Congress or the campaign can prevent his reelection next fall.

Third—Hawaii has only to make the most of its advantages to become a greater tourist center than southern California.

"I have claimed for some time that the day is coming when some one will properly commercialize our great natural advantages of climate and unique scenery, and the tourists will come with a rush. It is coming some day. Such gold mines as we have in this particular line will not long remain unworked. I made this statement to a man associated with one of the traffic enterprises of the country. His response was that he believed the hour has struck for the move to begin."

Transportation Development.

The coming of the Great Northern and the order for a new twin screw Matsonia, shows what some men of means think.

"And I want to say right here that my observation is that the Matson people go into the extension of enterprise grudgingly while the Great Northern people are going into it with the true western spirit; they believe the business is here and they intend doing their level best to develop—note the word develop—it appears to me to be just the difference between the ultra-conservative spirit that has often prevailed in Hawaii, and the courageous swing of the West that sees an opportunity and makes the most of it. Or seeing no immediate opportunity—makes one. The Great Northern people say there is money in passenger business and they are going after it. The Matson people say there is no money in the passenger business and they are putting on the ship to give us better service because—we are nice fellows and good looking."

Personally I know nothing about shipping and passenger business. I

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## CABLES NEWS OF BROTHER'S DEATH AT LOS ANGELES

D. W. Kirkland of Los Angeles, a brother of Mrs. J. A. Kennedy of this city, died last evening shortly after 7 o'clock, according to a cable received in Honolulu this morning from Mrs. Kennedy, who departed hurriedly for the mainland about a month ago on receiving word of her brother's serious illness.

D. W. Kirkland, who had paid several visits to Hawaii, and had a wide circle of friends here, was a little more than 60 years of age, having been born June 4, 1855. Besides his sister, Mrs. Kennedy, the deceased is survived by three brothers, J. N. Kirkland of Los Angeles, and A. W. Kirkland and James Kirkland of Oakland, California.

In all probability Mrs. Kennedy will return to Honolulu at an early date.

have merely had experience in observing the trend of events.

Pioneers of Progress.

"Captain Matson and Jim Hill are entitled to the everlasting gratitude of Hawaii for grasping opportunities in this section of the world and making the most of them according to individual ideas of what spells opportunity and success."

Back Up Tourist Work.

"Fourth—Hawaii must back up these tourist enterprises with service."

"Service, courteous service, ought to be branded in every businessman's soul from now on. It has not been already."

"That is what will absolutely guarantee well-filled passenger lists the year around."

"Give the tourist and the stranger within our gates special laws if you have the money, but always, incessantly and forever, give them courteous, prompt and uniformly consistent service. Do that and there is nothing more to it."

"Preach courtesy to the motor boat men, the chauffeurs, the hotel clerks, the hotel boys, to everyone in fact."

"People seldom complain of prices, when traveling, if they are given courteous service. They are willing to pay for what they get but they want and they are entitled to have all they pay for. The little courteous attentions not only by the head of the house, but by the boys and men on the job, all along the line. That's what counts. We cannot make too much of it. We cannot say it too often."

"Southern California is a living sermon in service and courtesy. Travel on the popular routes of the mainland and it doesn't take you 15 minutes to learn why they are popular. You get service, and through the service, the courteous attention of every employee you come in contact with. The day of the half-baked hoodlum is past. And there are some growing young men of Hawaii who will do well to take this to heart. The courteous man will run out the Smart Aleck in short order."

Show Confidence in Hawaii.

"Fifth—I am more deeply convinced that the business leaders of Hawaii ought to show more confidence in Hawaii. Invest their money in Hawaii. Back the local enterprises and develop new ones. While in San Francisco I was told that a well known Honolulu man was busy looking for a good place to put about a quarter of a million dollars. The biggest end of that quarter of a million was, in my opinion, made in Hawaii. It is a safe bet that it will find its way into an enterprise or enterprises far more hazardous than, say, the effort of the Great Northern or the Matson Navigation Company to build up our tourist business, or even a distinctive hotel built to fit the climate."

"We need more builders and fewer brokers."

"I see a city planning commission has been appointed. That's a fine idea. But what's the matter with going out once in a while and actually doing something. It is all right to plan, but why not build a real road occasionally. No, not occasionally. Why not give a demonstration that as a community we can actually accomplish big, progressive results, and present tangible, practical, easily observed, seen, felt, handled results. Do Our Work—Or Have It Done for Us."

"Finally, I was never better satisfied of the fact that if we do not prove our competence to take advantage of our opportunities, and perform our obvious civic duties, it will be done by others."

"Little children can wrangle and squabble and call names and retard the wheels of progress about so long. Then the parental patience, finally exhausted, takes things in hand vigorously and runs things. If the people of Hawaii want to act like petty, lazy children, they will inevitably get the treatment handed out to children."

"Some one may say, 'What the deuce does Farrington know about it?'"

"My response is that Farrington doesn't know a single thing more about it than Smith or Jones, or any other plain citizen. The handwriting on the wall is so plain that all Farrington or any man with horse sense has to do is copy it off."

MALCOLM A. FRANKLIN, collector of customs, has been visiting at his former home in Columbus, Miss. A letter received yesterday by Raymer Sharp, acting collector, from Mr. Franklin, says he called on Secretary of the Treasury McAdoo while in Washington, and that the secretary "spoke very highly of our work here and said he was greatly pleased with it."

Mr. Franklin adds that the cotton crop in Mississippi last year was a total failure. He does not mention this year's crop condition. The collector expects to reach Honolulu December 7, coming on the Matsonia.

## GIVE ROSARIANS CHANCE TO TAKE CARNIVAL PART

(Continued from page one)

your preferences, we feel confident. "Our aloha to your excellency and to all Rosarians."

"Sincerely yours, (Signed) 'J. F. C. HAGENS, 'President.'"

First Semi-Weekly Session.

The board of Carnival directors will meet tomorrow afternoon for the first of its semi-weekly sessions, under the new plan of organization, to take up the formulation of a program and the selection of chairmen of committees to take in hand the various events decided on.

First, the board will winnow the chaff from a list of proposed events. Some of these, in the light of past experience and general opinion, are fixtures—such as the grand military parade on Washington's birthday, and the swimming events. Others, such as the floral parade and amateur theatricals, are admitted attractions—but are attended by many disadvantages. These the board will weigh.

Having settled on the main attractions, the next business in order will be to choose the men who must make them a success—the responsible committee chairmen.

With the events determined and the chairmen picked, it will become time to build a program. A tentative one is ready for discussion now, though no doubt it will be altered many times before it finally is adopted. Care must be taken to avoid conflict of interest, to keep every day filled but never crowded, to provide variety and yet not to fatigue by a distracting superabundance.

Polo and Racing Loom Large.

The coming revival of racing at Kaplani park, under responsible and reputable management, is bound to take a commanding place next year in any Carnival program. Polo, swimming and racing always draw crowds in Honolulu, and for that matter, they do everywhere.

Already the Carnival and the racing association are in touch. Walter Dillingham said today that he expects a two-days meet will be held, probably on Wednesday and Saturday afternoons of Carnival week. Unfortunately, it probably will not be possible to get the field into condition for polo before next June or July.

Within a fortnight the racing association will organize and elect an executive committee to take up matters of detail. The committee and the chairman of the sports division of the Carnival will then do business.

This sports division will be one of the most important of the Carnival program and the directors are particularly anxious to obtain the services of a chairman whose personality will command respect and insure willing cooperation. That tennis and swimming will be well organized already is a certainty. A. L. Castle has perfected plans for a first-class tennis tournament and W. T. Rawlins is actively at work on entries for a crack swimming meet. He hopes to obtain the entry of Rathel, the Chicago A. C. champion, to compete against Duke Kahanamoku.

BORN.

FITZGERALD—In Wailuku, Maui, October 15, 1915, to Dr. and Mrs. J. C. Fitzgerald, a daughter—Kathleen Margaret.

NAGATANI—In Honolulu, October 27, 1915, to Mr. and Mrs. Taneshige Nagatani, of South Beretania street, a daughter—Fusano.

OKAZAKI—In Honolulu, October 24, 1915, to Mr. and Mrs. Yoichiro Okazaki, of Kinaw street, a son—Kin-ehi.

KURASHIGE—In Honolulu, October 23, 1915, to Mr. and Mrs. Jemon Kurashige, of King street, near Waimile road, a daughter—Kimiko.

NISHIDA—In Honolulu, October 20, 1915, to Mr. and Mrs. Chusuke Nishida, of Manoa Valley, a daughter—Akiko.

NAMBA—In Honolulu, October 20, 1915, to Mr. and Mrs. Suyematsu Namba, of North King street, Palama, a daughter—Mikiko.

MARRIED.

CONFLORE-KRAMER—In Honolulu, October 30, 1915, Paeze Conflore and Mrs. Ida Kramer, Rev. M. E. Silva of the Hoomana Naauao church, officiating. Witnesses—John P. Alexander and Emblina Alexander.

SUNG-LEB—In Honolulu, October 30, 1915, Charles H. Sung and Miss Lee Sam Moy, Rev. The Yuen of the Chinese Christian church, officiating. Witnesses—Ho Fook Yin and John K. F. Sung.

LISLE-JOHNSON—In Honolulu, October 27, 1915, Frank Lisle and Mrs. Elizabeth Johnson, Rev. M. E. Silva of the Hoomana Naauao church, officiating. Witnesses—William Alfred and Henry L. Brown.

DIED.

SHION—In Honolulu, November 1, 1915, Shion Duck Lee, of King street, near the Kalia stream, single, laborer, a native of China, 50 years old.

MARTIN—In Honolulu, October 31, 1915, Isaac, son of Mr. and Mrs. David K. Martin, of Kapaeha road, nine years and one month old.

RODRIGUES—In Honolulu, October 31, 1915, Alfredo, son of Mr. and Mrs. Alexandre Rodrigues, of 1335 Palolo Valley road, one year, two months and 26 days old.

LEE—In Honolulu, October 31, 1915, Seu Yuen, son of Mr. and Mrs. Seu Yuen, of Kauluwela lane, one year, two months and 16 days old.

PANAIATULU—In Honolulu, October 30, 1915, Mrs. Annie Panaiatulu, of Woodlawn road, Manoa Valley, a native of this city, 43 years old.

## REFINERS HOLD SUGAR PRICES AT HIGH LEVEL

Market for Week Ending October 22 Shows Strength and Demand on all Sides

Advancing prices on raws and a lift in the prices refiners are asking for granulated, are dealt with in the Review, issued on October 22 from the company's office at 93 Wall street, which follows, in full:

"The market opened this week with a strong and active tendency and after one refiner had purchased about 45,000 bags of October shipment Cuhua at 3 1/16 basis 96 deg. c. & f. a general buying movement set in which caused sellers to advance their asking price 1/16, when refiners took some 150,000 bags of Cuhua from store. October and October/first half November shipment at 3 1/4 basis 96 deg. c. & f., including 5000 bags Porto Ricos from store at 4 2/16 basis 96 deg. c. & f.

The purchase by Europe of 5000 tons Cuhua for November loading at 3 10/16 F. O. B. Cuba and the purchase by speculators of about 30,000 bags Cuhua for January/February shipment at 3c basis 96 deg. c. & f., further stimulated the market and refiners who were experiencing a good demand for granulated, found it necessary to pay 1/8c advance to secure supplies and their purchases at 3 3/8c basis 96 deg. c. & f., amounted to about 150,000 bags Cuhua from store and for October and first half November shipment.

"Their purchases included 5000 tons Philippine Muscovados from store at 3 40/16 basis 88 deg. At this stage of the market and with refiners disposed to continue buying, holders raised their views to 3 1/2c basis 96 deg. c. & f. A speculator then paid 3 7/16c basis 96 deg. c. & f., for a limited quantity but refiners refused to raise their bids above 3 3/8c basis 96 deg. c. & f. as a perceptible slackening in the demand for refined made them less anxious about securing supplies for raws. Subsequently, sellers reduced their views to 3 3/8c basis 96 deg. c. & f., and a large business was then transacted at this level. Offerings, however, continued to come out freely and after refiners had taken about 200,000 bags from store and for October and first half November shipment they retired, leaving a fair line still on offer at 3 3/8c basis 96 deg. c. & f. The market closes slightly easier in tone and the advance appears to be checked for the time being."

"The weekly cable on Tuesday from Cuba reported receipts of 1425 tons and 1 Central grinding, as against 1000 tons and no Centrals at the corresponding date a year ago."

"The demand for refined assumed very good proportions at the close of last week and the firmer tendency of raw prices stimulated increased buying at the opening of this week to such an extent that on the 18th inst., refiners all raised their prices to 5 1/2c less 2 per cent and refused to accept any orders at less. This represented an advance of 25 points in the quotations of the American S. S. Co., Warner S. B. Co. and Arbuckle Bros., who had been quoting 4 9/16c less 2 per cent, and of 15 points in the prices of the Federal S. R. Co., who had been quoting 5 0/16c less 2 per cent. For a time the trade hesitated at paying 5 1/2c less 2 per cent and attempted to buy at the old basis of 4 9/16c less 2 per cent, but upon finding refiners firm at the advanced price, finally came in and placed fairly large orders at 5 1/2c less 2 per cent. The business at this basis was all for prompt shipment and reached liberal proportions, so much that on account of the difficulty of securing raws refiners were forced to advance their prices to the basis of 5 3/16c less 2 per cent for granulated. The business booked at this higher level, however, was comparatively light, is rather than pay the advanced price a good many of the trade undoubtedly turned their attention to Domestic Best sugars, which were available at 4 9/16c less 2 per cent in Central Western territory and at 5 0/16c less 2 per cent in the Eastern territory."

"The trading in options on the exchange reached an aggregate of 39,200 tons, and prices fluctuated in sympathy with the trend of the actual market."

FORMATION OF \$20,000,000 TOBACCO CORPORATION

NEW YORK, N. Y.—Announcement of the formation of the Mutual Tobacco Company, Inc., a \$20,000,000 corporation which includes some of the large tobacco manufacturing concerns in the United States, has been made by Benjamin Swartz, counsel for the company. Incorporation papers were filed in Delaware, he said, and plans are being completed for the election of officers and the estimate of a permanent organization. Headquarters of the company will be in New York.

Among the concerns taken over by the Mutual Tobacco Company, Inc., it is stated, are the Mrs. G. B. Miller company of New York, Hoffman & Company of New York, Allen & Dunham of Paterson, N. J., and the Campbell Tobacco Company of Newark, N. J.

Mr. Swartz said that negotiations were under way for the acquisition of several other important tobacco interests.

Do Not Gripe. We have a pleasant laxative that will just do what you want it to do.

Jexall Orderlies. We sell thousands of them and we have never seen a better remedy for the bowels. Sold only by us.

Benson, Smith & Co., Ltd.

## DIOMEDES HEARD FROM; SAFE AT MANZANILLO

The Dutch dredge Diomedes, long overdue, is safe. A letter received this morning from the London correspondents of the Inter-Island Steam Navigation Company, local agents for the dredge, stated that she put in to the port of Manzanillo on the west coast of Mexico, October 5, with two blades of her propeller gone, and that the date of her arrival here for bunkers en route to Vladivostok, is doubtful.

This clears up the state of uncertainty as to the Diomedes' fate. The dredge left Panama five days ahead of the dredge Ulysses which left here October 8 for Vladivostok after taking bunker coal from the Inter-Island.

The dredge was due here nearly a month ago and seafaring men here had given her up for lost, as no word whatever had been heard from her since she left Panama for Honolulu.

Manzanillo, the port into which the Diomedes put after she sustained the loss of two blades from her propeller, is on the west coast of Mexico, in the state of Colima, and is about a third of the distance from Panama to San Diego, as the port has very limited facilities for the repairing of ship's machinery, it is probable that the dredge will be tied up there for a long time, either until she can get new propeller blades from San Diego, Los Angeles or San Francisco, or make her own repairs while lying in harbor at the Mexican port.

The Diomedes is about the size of the water tender Pioneer, and as she was heavily loaded with coal and dredging machinery, shipping men here were inclined to believe she had encountered storms in the bad-weather belt between here and Panama and foundered.

Herbert J. Karle, a caddy, was struck and killed by a golf ball driven by Dr. Joseph M. Douthett on the green of the Pittsburg, (Pa.) Field Club.

A despatch from Athens states that Greek government that the alliance Serbia will publish its treaty with does not call for intervention under Greece, because of the decision of the present circumstances.

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## Special Sale

ENORMOUS DISCOUNTS

Japanese Tea Sets and Oriental Goods

Entire line of crockery being closed out at more than a 50 per cent reduction.



HOTEL STREET, BETWEEN SMITH AND NUUANU.

Maybe you don't care enough about saving a few dollars to induce you to buy things now that you're sure to want later; some people feel that way. But just remember, the quality you'll get in this sale is the same as you get whenever you buy HartSchaffner & Marx clothes---you might as well get the extra value for your money.

Genuine Palm Beach Suits, \$7.00 (regular price, \$12.50)

Knox Felt Hats, all shades, \$3.50 (regular price, \$5.00)

These are just two of our bargains. Can you afford to miss this chance? Until Nov. 10th.

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